

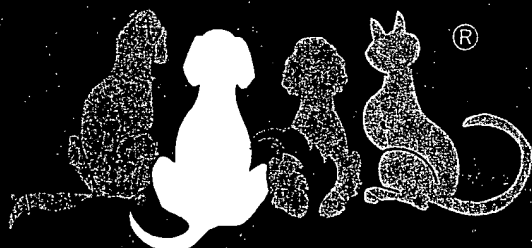
## **EXHIBIT A**

**Promotional Literature of Applicant and Applicant's Distributors**

**Sometimes a product comes along  
that's really different.**



**AIR DOG.® The life of the domestic pet  
just got a lot wilder. . .**



**Three Dogs & A Cat**



**See what we've got! ▶**



# AIR DOG 100% FETCH



TOYS

Dogs were born to chase. We've taken the most popular dog toy of all time and added a wild side! AIR DOG® Toys are just what they look like: 100% pure tennis ball, made in the same factory, using the same materials as any high-quality tennis ball. The result is an affordable, super-rugged fetch toy with a synthetic felt cover that won't abrade your dog's teeth.

**HEAVY DUTY**

**THEY FLOAT!**

**CERTIFIED NON-TOXIC**

**PRESSURELESS**

**SYNTHETIC FELT WON'T  
ABRADE DOG'S TEETH**

**ISO 9000 COMPLIANT  
FACORIES**

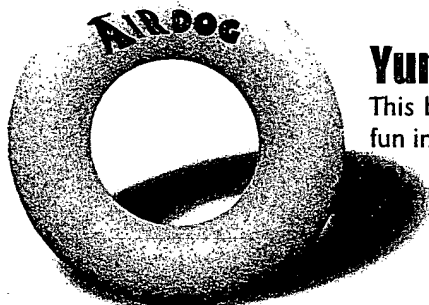


## Square Ball

Square Ball is the perfect on-the-run and on-the-fly fetch toy. The erratic bounce keeps your dog's keen senses sharp. We have to put this one away at night or Hoover won't sleep. 3" square. SKU AD5005 Header card.

## Bone Ball

Guess where we got the name? A comfortable shape - Brown Dog walks around all day with one in his mouth. Great for fetch play in small areas, water or snow. 6" long. SKU AD 5012 Header card.



## Yummy Donut

This baby travels! Our testers are calling this a must-have. Extra fun in the high grass. 4½" dia. SKU AD 5043 Header card.

## Fetch Stick

Another original! Dog trainers buy cases of these. Perfect for localized fetch and retrieval, and small enough for the little dogs to get in on the action. 8" long, 1½" dia. SKU AD5036 Header card.



Three Dogs & A Cat, Inc. PO Box 10601 Prescott, AZ 86304  
Toll Free 877 738-7625 Local 520 636-9009 Fax 520 636-9010  
threedogsandacat.com

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# No Stocking? Might as well be a lump of coal!

Don't forget your pet! Three Dogs & A Cat patented Paw Stockings have become a family pet tradition. Just watch as you unpack your decorations - your pets will start sniffing and scratching as the scent of biscuits and treats from seasons past waft through the air. They'll be looking for their stockings!



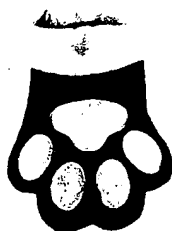
## Four Sizes of Stockings for All Sizes of Pets!



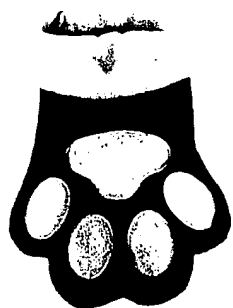
**Small** (4½" x 3½") can be used as a tree ornament. SKU ST147



**Medium** (8" x 6") holds more than enough to keep a small pet happy. SKU ST154



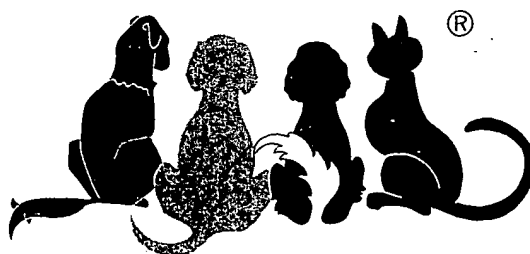
**Large** (12" x 9") is just the right size for treats and decorations. SKU ST048



**Jumbo** (14½" x 12") is perfect for serious toy stuffers, or extra good pets. SKU ST031

## A Perfect Holiday Item

- Perfect for giveaways and clip strips right at checkout.
- Customers buy extra toys and treats to fill each stocking.
- Write pet names on the stockings with glitter glue!
- Wide mouth that fits just about anything.
- Teddy bear plush, very durable - but not a chew toy!
- Customers come back for more, year after year.

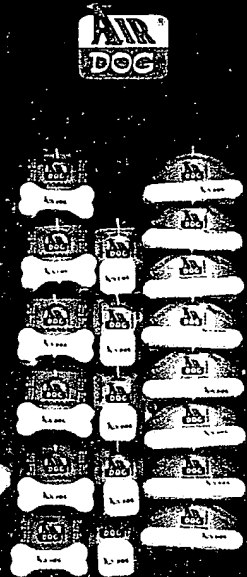


# YOU'RE LOOKING FOR A FEW GOOD TOYS.

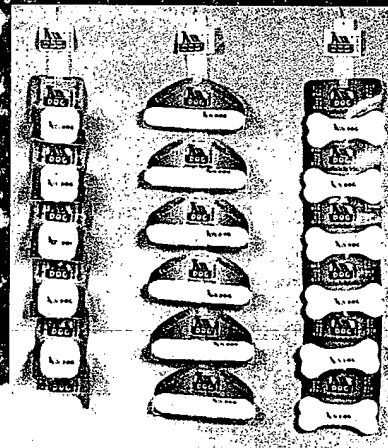
(and we've got 'em!)

You may wonder: why pick a toy line that doesn't carry every product under the sun? Simple. Three Dogs & A Cat designs innovative, unique products of extraordinary quality and durability. Our products outsell corrals of generic, run-of-the-mill pet toys, while the small number of SKU's ensures improved order fulfillment. We support retailers with a dedicated team of pet lovers who run a professional business, and we have the best sales reps in the business. You will see us at all major trade shows and in all major trade magazines. In short, we're highly visible, which means higher sell-through. And higher margins make sales more fun.

Ask about our aggressive POP programs for in-store visibility. Hang, shelf or clip displays to guarantee rapid insertion into



Brown Dog, one of many satisfied customers.



Three Dogs & A Cat, Inc. PO Box 1286304  
Toll Free 877 738-7625 Local 520 636-9010  
threedogsandacat.com

# Doctors FOSTER & SMITH™

DrsFosterSmith.com

*Products for your pet selected by our veterinarians*

*Make his holiday*

## Dreams Come True

Morocco Brown pattern

**Quilted Super Deluxe Bed**, see page 21

**Rawhide Bucket**, see back cover.

*Hundreds of gift ideas inside!*

Order as late as **December 20**  
*for guaranteed Christmas delivery*

Shop online at **DrsFosterSmith.com**



### Holiday Collar and Lead

Sturdy and festive for many seasons to come! Adjustable collars and matching leads come in red and green with gold thread embroidered accents. Comfortable double-thick nylon. Steel-welded goldtone hardware and quick-release buckles make them easy to place and remove when the holidays end!

3/4" wide Collar (fits 11"-18" neck)	#EH-9111	\$7.99
1" wide Collar (fits 15"-26" neck)	#EH-9112	\$8.99
5' Lead (3/4" wide)	#EH-9113	\$12.99



### Air Dog Toys

A new spin on an old favorite! Now in two sizes to fit your dog! Air Dog Toys are 100% pure tennis ball in 4 fun shapes. Toys bounce erratically on land and float high on water! The Stick with Rope is sure to be an instant favorite! Please specify style.

Style: Medium - 6" Bone, 8" Stick, 5" Donut, or 8" Stick with Rope. Large - 9" Bone, 11" Stick, 7" Donut, or 11" Stick with Rope.

Toys without Ropes:

Medium	#EH-10561	\$4.99
Large	#EH-11342	\$6.99

Stick with Rope Toy:

Medium	#EH-12204	\$5.99
Large	#EH-12205	\$7.99



### Plushies Stocking

There's no better place to arrange your pet's Christmas treats than one of these 14" washable plush stockings. Front has stuffed dog and cat faces, each 4 1/2" wide, and cat face even has whiskers! Short plush on sock, longer plush fur trim. Embroidered details stitched on. Nylon cord for hanging. Please specify style.

Styles: Dog or Cat.

Plushies Stocking	#EH-12271	\$9.99
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\$25.48 value  
**SAVE OVER 20%**

### Ultimate Sampler Bag

20 B-I-G pieces of our most popular treats! An exceptional value for you and non-stop chewing pleasure for your dog. Sampler bag contains two Drs. Foster & Smith 6"-7" knotted rawhide bones, two 6" pressed Rawhide bones, six GIANT cow's ears, two muscle chews, six premium pig's ears and two Pig Snooters. Wrap the whole bag or stuff individual pieces in doggy's stocking!

Ultimate Sampler Bag:	#EH-9522	\$19.99
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### Oversized Mug with Treats

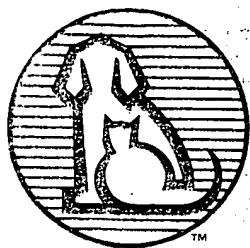
Cross the pet-lovers off your list - you've found the perfect gift! The recipient will remember your thoughtfulness each time she sips cocoa from this handpainted 18 oz. stoneware mug. And, just for pets, we filled it with 8 oz. of honey-vanilla cookies for dogs and X- and O-shaped cat snacks.

Dog Lover Oversized Mug with Dog Cookies:	#EH-12263	\$9.99
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Cat Lover Oversized Mug with Cat Snacks:	#EH-12262	\$9.99
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Carries Our Items

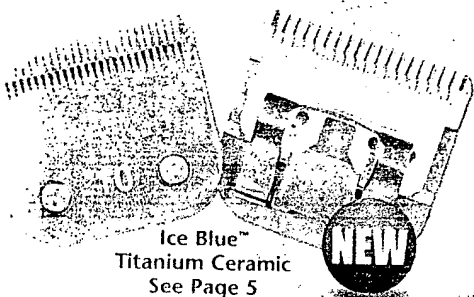


# RYAN'S PET SUPPLIES

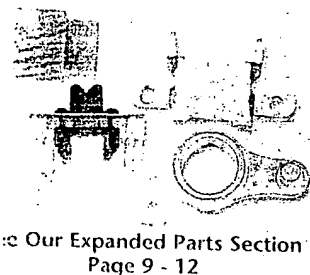
Professional Wholesale Pet Care Products Catalog

1(800)525-PETS

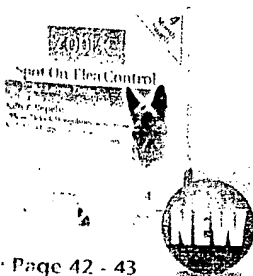
www.RyansPet.com



Ice Blue™  
Titanium Ceramic  
See Page 5



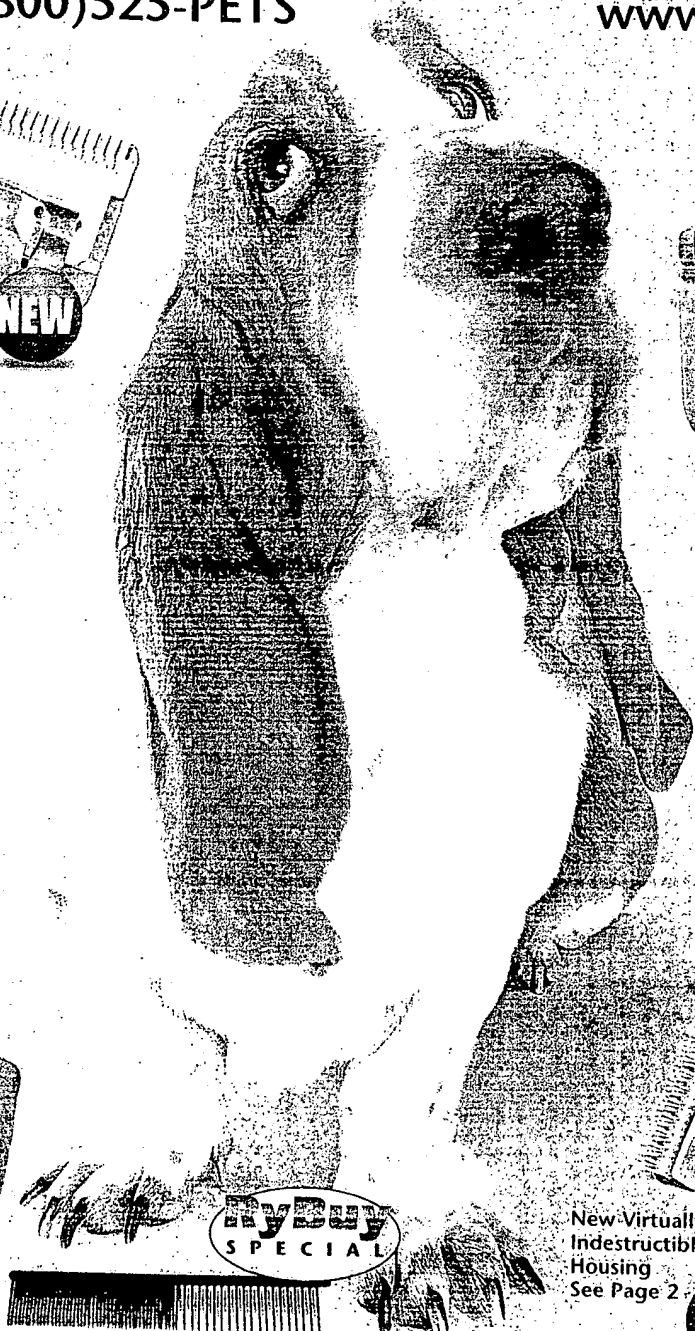
Our Expanded Parts Section  
Page 9 - 12



Page 42 - 43



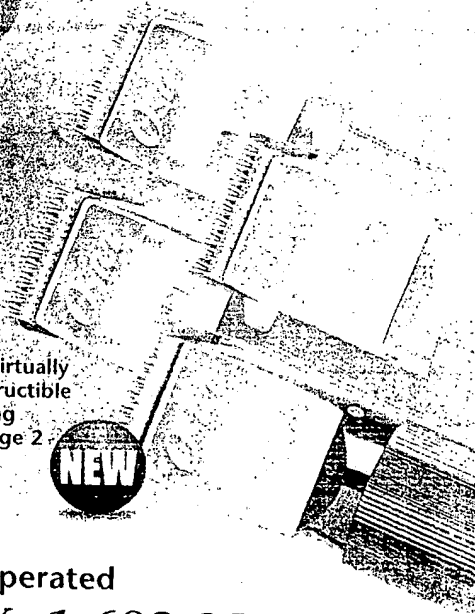
High Quality Pet Bedding  
See Page 66 - 67



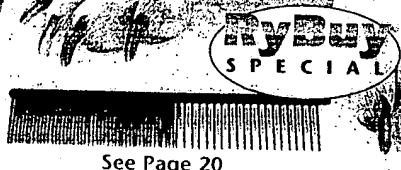
For Details See Page 25 - 27



See Page 56



New-Virtually  
Indestructible  
Housing  
See Page 2



See Page 20

"Rely on Ryan's"™

Family Owned and Operated

1-800-525-7387

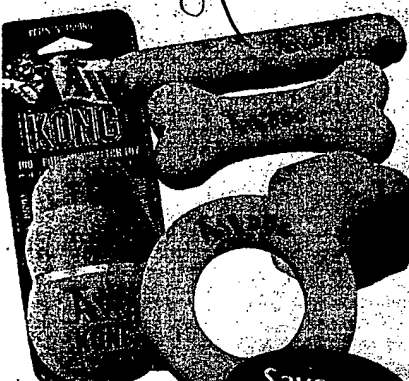
1-602-255-0900

FAX: 1-602-258-4900

Prices Good Through April 30, 2003

\$2.95 PD 1/03





Save up  
to 25%

### Air Dog Toys

Air Dog toys are made from the same materials and process as pure tennis balls. Dogs love the erratic bounce and soft felt. Great for fetching and they float! These heavy duty pressureless toys stand up to the roughest play. Five fun shapes!

	ea.	ea./12
CO00505 Small Bone . . .	(\$2.95)	\$2.51 \$2.21
CO00501 Medium Bone . .	(4.35)	3.69 3.26
CO00506 Large Bone . . .	(5.35)	4.55 4.01
CO00510 Square Small . .	(2.95)	2.51 2.21
CO00500 Square Medium .	(4.35)	3.69 3.26
CO00503 Stick Medium . .	(4.35)	3.69 3.26
CO00511 Stick Large . . .	(5.35)	4.55 4.01
CO00504 Donut Medium . .	(4.35)	3.69 3.26
CO00507 Donut Large . . .	(5.35)	4.55 4.01
CO77412 Air Kong Medium	(4.35)	3.69 3.26
CO77410 Air Kong Large .	(5.35)	4.55 4.01



### Bone & Paw Balls

	ea.	ea./12
T3080 Paw Design . . . . .	\$2.83	\$2.55
T3089 Bone Design . . . . .	2.83	2.55



### Happy Dog Kit

The Happy Dog Kit contains everything you need to make a dog smile. Kit Contains A large Kong Toy to clean teeth and gums, A Zoom Groom which feels great and collects hair like a magnet and A FREE large Tennis Bone 100% Pure tennis fetch toy.

KO11165 Happy Dog Kit . . . . .	ea.	ea./12
	\$11.59	\$10.44



### The Small Dog Kit

The Small Dog Kit is perfect for small dogs and puppies. Kit contains everything you need to make a small dog smile. Kit contains A small Kong Toy to clean teeth and gums, Small Biscuit Ball keeps dogs busy and contented, deterring disruptive behaviors and A FREE small Tennis Bone 100% Pure tennis fetch toy.

KO11333 The Small Dog Kit . . . . .	ea.	ea./12
	\$9.64	\$8.67



### Puppy Kong

Puppy Kong in three sizes. Now puppies and small dogs can enjoy the fun benefits of a Kong.

	ea.	ea./12
KO13131 Small . . . . .	\$3.29	2.97
KO13121 Medium . . . . .	4.42	3.97
KO13111 Large . . . . .	5.53	4.97



### Kong Stuff-A-Ball

Fun and Beneficial. Stuff with kibble and treats to keep dogs busy for hours. Use dog toothpaste on patented dental ridges to clean teeth and massage gums. The octagon shape facilitates chewing. Made from safe, natural rubber that is washing machine and dishwasher safe.

	ea.	ea./12
KO14131 Small Stuff-A-Ball . . . . .	\$4.59	\$4.14
KO14121 Medium Stuff-A-Ball . . . . .	5.77	5.19
KO14101 Large Stuff-A-Ball . . . . .	7.53	6.77



### Planet Kongs Goodie Ship™

What dog can resist a treat-filled Goodie Ship? Dogs stay busy removing tantalizing morsels from the patented Goodie Grippers™.

	ea.	ea./12
O10009 Mini Goodie Ship, Red . . . . .	\$3.29	\$2.99
O10010 Mini Goodie Ship, Yellow . . . . .	3.29	2.99
O10005 Goodie Ship, Red . . . . .	7.44	6.69
O10006 Goodie Ship, Yellow . . . . .	7.44	6.69

### Goodie Ball™

For Ball lovers! Innovative chew toy provides dogs with tasty challenging, dynamic fun. Perfect for smaller dogs and paws.

	ea.	ea./12
O10003 Goodie Ball, Red . . . . .	\$4.54	\$4.08
O10004 Goodie Ball, Yellow . . . . .	4.54	4.08
O10012 Extreme Goodie Borer, Black . . . . .	5.65	5.08

### Goodie Bone™

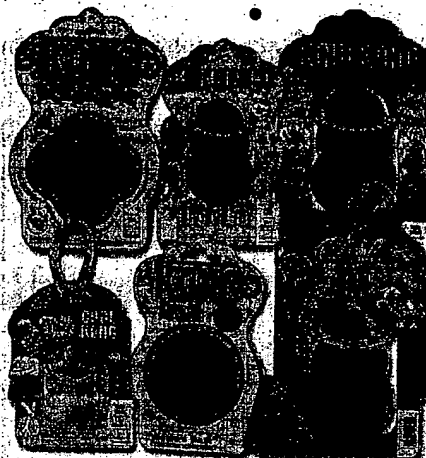
For bone lovers! Keeps dogs busy and out of trouble. Dogs love removing the marrow (goodies). Great for most large and medium size dogs.

KO10011 Red . . . . .	ea.	ea./12
	\$5.65	\$5.08

### Extreme Goodies

It is the world's strongest rubber dog toy and provides extraordinary durability for tenacious power chewers.

	ea.	ea./12
KO10007 Ball Black . . . . .	\$4.79	\$4.31
KO0008 Ship Black . . . . .	7.87	7.08



### The "Original" Kong

The Chase is on... When a Kong Toy hits the ground, dogs instinctively "GO FOR IT!" The Jawrobics Work Out... The chase promotes a healthy, stimulating "nose-to-tail" workout of every muscle and reflex. After the Catch... The all-rewarding chew begins; and goes on and on. Kong's strong, thick, flexible walls keep springing back for more. It satisfies a dog's natural need to chew and also cleans teeth and conditions gums.

	ea.	ea./12
Red Kongs		
KO11131 Small . . . . .	\$3.52	\$3.16
KO11121 Medium . . . . .	4.96	4.46
KO11111 Large . . . . .	5.77	5.19
KO11101 X-Large . . . . .	7.96	7.16
KO11141 King Kong . . . . .	9.97	8.97

### Black Kongs - Powerful Chewer Toys

KO11112 Original Kong . . . . .	\$5.98	\$5.38
KO11142 Ultra King Kong . . . . .	10.29	9.26

### Cool Kong

Your dog will love this floating retriever for dogs that love to swim and fetch. It Floats! Rope makes throwing long distances easy!

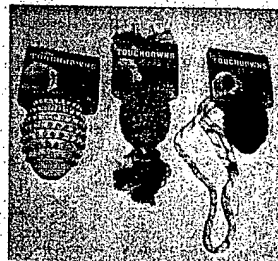
KO11115 Cool Kong . . . . .	\$6.58	\$5.92
KO11105 X-Large Cool Kong . . . . .	8.83	7.94

### Sport'n Dog Training Dummy

KO11116 Large 18" Rope . . . . .	\$6.65	\$5.98
KO11106 X-Large 21" Rope . . . . .	8.28	7.45

### Kong Balls and Bouncer Ball

KO18122 Small Kong Ball . . . . .	\$4.15	\$3.62
KO18111 Large Kong Ball . . . . .	5.55	4.97
KO17133 Small Bouncer Ball . . . . .	4.15	3.68
KO17111 Large Bouncer Ball . . . . .	5.55	4.97



### Touchdown Hard Rubber Toys

Football-shaped toys to interact with your pet. They bounce in every direction and are a heavy duty toy. Comes in 3 styles, each with 3 different sizes.

	ea.	ea./12
JW43008 Pee Wee Toss . . . . .	\$2.99	\$2.78
JW43009 Varsity Toss . . . . .	3.74	3.48
JW43010 Pro Toss . . . . .	4.97	4.62

### Touchdown Rope

JW43014 Pee Wee Rope . . . . .	\$3.69	\$3.43
JW43015 Varsity Rope . . . . .	4.79	4.45
JW43016 Pro Rope . . . . .	6.29	5.85

### Touchdown Tug

JW43011 Pee Wee Tug . . . . .	\$3.49	\$3.24
JW43012 Varsity Tug . . . . .	4.49	4.18
JW43013 Pro Tug . . . . .	5.99	5.57